

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 02609 280619Z

17

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 280555Z FEB 75

FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 8318

UNCLAS TOKYO 2609

E.O. 11652: N/A

TAGS: BDIS, JA

SUBJECT: TRADE FACILITATION: NORAND CORP/ INPUT DATA SYSTEM CO.

1. VICE PRESIDENT YOSHIHARU ITOH, INPUT DATA SYSTEM CO., LTD.,
A JAPANESE IMPORTER/DISTRIBUTOR, SEEKS ASSISTANCE IN CON-
TACTING AMERICAN SUPPLIER, NORAND CORPORATION, 550 SECOND
STREET SE, CEDAR RAPID, IOWA 52401.

2. THE JAPANESE FIRM WROTE TO THE US FIRM IN JULY 1974 STATING
HIGH POTENTIAL MARKET IN JAPAN FOR ITS PRODUCTS, POS (POINT
OF SALES) EQUIPMENT, MODEL NUMBERS NT-3, NT-5, NT-9, NT-15,
NT-91, NT-95, NT-97H, NT-50, NT-400. THE JAPANESE FIRM HAS
NOT YET RECEIVED REPLY. IT ALSO WISHES TO KNOW IF THE US
FIRM ALREADY HAS AGENT IN JAPAN.

3. MR. ITOH INTENDS TO ATTEND 1975 NATIONAL COMPUTER
CONFERENCE (1975 NCC) IN ANAHEIM, CALIF., IF NORAND
PARTICIPATES IN SHOW.

4. ACTION REQUESTED: PLEASE HAVE NEAREST USDOC DISTRICT
OFFICE CHECK IF US FIRM INTERESTED IN JAPANESE FIRM'S
PROPOSAL, AND IF IT WILL PARTICIPATE IN 1975 NCC. US
FIRM SHOULD REPLY DIRECTLY TO MR. YOSHIHARU ITOH, VICE
PRESIDENT, INPUT DATA SYSTEM CO., LTD., KURIHASHI BLDG.,
1-1-12 HIGASHI UENO, TAITO-KU, TOKYO 110.
HODGSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 28 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975TOKYO02609
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750070-0663
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975021/aaaaaaajl.tel
Line Count: 51
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 29 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29 MAY 2003 by BrownAM>; APPROVED <08 JAN 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE FACILITATION: NORAND CORP/ INPUT DATA SYSTEM CO.
TAGS: BDIS, JA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006